



CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, June 26, 2014 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	08/07/2014

MEMBERS PRESENT

Donna Klimowicz, New Castle County, Professional Member, Chairperson
Tim Riale, Sussex County, Professional Member, Vice Chairperson (9:39 a.m. – 11:26 a.m.)
Danielle Benson, New Castle County, Professional Member
Barbara Brodoway, New Castle County, Public Member
Tom Burns, Kent County, Professional Member
Doug Doyle, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member (9:43 a.m. – 11:26 a.m.)
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

ALSO PRESENT

Karen Alleva, New Castle County Board of Realtors

CALL TO ORDER

Ms. Klimowicz called the meeting to order at 9:35 a.m.

REVIEW OF MINUTES

Mr. Doyle moved, seconded by Mr. Burns, to approve the June 5, 2014 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Discussion Regarding Topics for Annual Seminar

The Committee discussed potential topics for the Annual Seminar. Ms. Williams read Ms. Kelly's e-mail regarding the suggested mock hearings. Ms. Kelly is concerned that holding a mock hearing will not provide licensees with the most up-to-date information, as the Commission does not hear the cases anymore. Mr. Riale moved, seconded by Ms. Reagan, to suggest the following topics to the Commission for the Annual Seminar. Motion unanimously carried.

- Explanation of the Complaint Process
- Overview of the Hearing Officer Role and Process
- Explanation of a Sample Case (possibly use a case that was already heard)
- Explanation of Process/Policies After the Hearing
- Explanation of RTSC Cases (Providing Statistics, Disciplines Imposed)
- Top 10 Violations of Licensees
- Septic's & DNREC
- Seller's Disclosures

Review Request of Reconsideration from the American School of Real Estate Express, LLC

The Committee reviewed the request for reconsideration from the American School of Real Estate Express, LLC. Mr. Doyle moved, seconded by Ms. Brodoway, to deny the request for reconsideration and to recommend that the Commission's decision to approve the course for Module 7 only be upheld. Motion carried with Ms. Benson opposed.

Review Previously Tabled Course Provider Application from Sussex County Association of Realtors for Course Titled "The Real Estate Professional's Tool Kit"

The Committee reviewed the previously tabled course provider application from Sussex County Association of Realtors. Mr. Burns moved, seconded by Ms. Brodoway, to recommend approval of the course titled "The Real Estate Professional's Tool Kit". Motion unanimously carried.

NEW BUSINESS

Update from the Commission – Ms. Klimowicz

Ms. Klimowicz advised the Committee that the Commission accepted all their recommendations. The Commission also suggested holding a mock hearing during the Annual Seminar and requested that the Committee discuss potential topics.

Review of Course Provider Applications

Ms. Reagan moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Delaware Association of Realtors

Course Title: Module 3: Real Estate Documents **Approved**

Credit Hours: 3.0

Module: 3

Course Title: Module 4: Office Management **Approved**

Credit Hours: 3.0

Module: 4

Course Title: Module 6: Introduction to Commercial Real Estate **Approved**

Credit Hours: 3.0
Module: 6

Course Title: Module 7: Technology for Listing Agents **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Omega Real Estate School
Course Title: The Code of Ethics – Your Promise to Professionalism **Approved**
Credit Hours: 3.0
Module: New Licensee Module 1

Course Title: The Agreement of Sale **Approved**
Credit Hours: 3.0
Module: New Licensee Module 2

Course Title: The Delaware Statewide Listing Agreement **Approved**
Credit Hours: 3.0
Module: New Licensee Module 3

Course Title: Real Estate Professionalism **Approved**
Credit Hours: 3.0
Module: New Licensee Module 4

Course Provider: Long & Foster Institute of Real Estate
Course Title: Delaware 99 Hour Pre-Licensing Course **Approved**
Credit Hours: 99.0

Course Title: Delaware 99 Hour Pre-Licensing Course **Approved**
Credit Hours: 99.0

Course Provider: Sussex County Association of Realtors
Course Title: Agency & Fair Housing **Approved**
Credit Hours: 3.0
Module: 1

Course Title: Real Estate Documents **Approved**
Credit Hours: 3.0
Module: 3

Course Title: Office Management **Approved**
Credit Hours: 3.0
Module: 4

Course Title: Legislative Issues **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Investing in Commercial Real Estate **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Procuring Cause **Approved**

Credit Hours: 3.0
Module: New Licensee Module 1

Course Title: Buyer Representation **Approved**
Credit Hours: 3.0
Module: New Licensee Module 2

Course Title: Seller Representation **Approved**
Credit Hours: 3.0
Module: New Licensee Module 3

Course Title: Real Estate Professionalism **Approved**
Credit Hours: 3.0
Module: New Licensee Module 4

Review of Instructor Applications

Mr. Burns moved, seconded by Ms. Benson, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Ronald Hohrein **Approved to Teach Continuing Education Modules 1,2,3,6, & 7, Not Modules 4 or 5, Pre-Licensing Course or Broker's Course as Requested**

Continuing Education: Modules 1, 2, 3, 6, 7 – Short Sale, REO, Listing Presentation, Buyer Presentation

Ms. Reagan moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

John Kerrigan **Approved**
Continuing Education: Module 7 – Lead; Radon; Water; Construction; Personality Typing; NLP; Stucco; Pest Control; Mold

Christopher Rowe, Sr. **Approved**
Continuing Education: Module 7 – Social Media

Alfred Johnson **Approved for Module 7 Only, Not Module 1 as Requested**
Continuing Education: Module 7 – Low-Income Housing Tax Credit

Review of Student Requests for Approval of Continuing Education

Ms. Reagan moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Beth Harvey **Approved for Module 7**
Course Title: Home Inspection – Blessing or a Curse
Course Provider: Ward & Taylor
Credit Hours: 3.0
Requesting Approval for Module: 1, 2, 3, 4, 5, 6, or 7

CORRESPONDENCE

There was no correspondence.

PUBLIC COMMENT

There was no public comment.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Mr. Doyle inquired about the correspondence that was recommended by the Committee to be sent to all pre-licensing course providers. Ms. Williams advised Mr. Doyle that the Commission will be reviewing the correspondence during their July 10, 2014 meeting.

Mr. Doyle also inquiring about the Commission's stance regarding individuals completing online courses and not having 50 minutes of instruction per hour. It was reported that some individuals are completing online courses in 30 minutes or less. Ms. Klimowicz reported that the Commission did not see this as a problem, due to the courses being ARELLO approved. The Commission cannot require "seat time" for online course providers. Ms. Klimowicz also reported that some Commissioner's reported that they have completed online courses in less than the three hour requirement. Mr. Doyle stated that he is no longer willing to volunteer to complete an online course, as the Commission does not see that this is an issue.

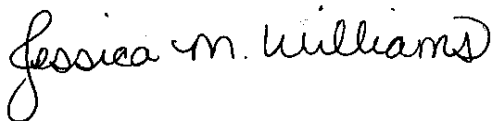
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, August 7, 2014 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Mr. Doyle moved, seconded by Ms. Benson, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:26 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams
Administrative Specialist II